

Message Text

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PAGE 01 SEOUL 04992 301027Z

16

ACTION EA-14

INFO OCT-01 ADP-00 EB-11 INR-10 SS-15 RSR-01 RSC-01 /053 W

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R 300845Z JUL 73

FM AMEMBASSY SEOUL

TO SECSTATE WASHDC 9218

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STADIS////////////////////////////////

FOR WENDELL WOODBURY, ACTING EA COMMERCIAL COORDINATOR

E.O. 11652: N/A

TAGS: ETRD, ETRN, KS

SUBJECT: MAJOR PROJECTS: KOREAN SHIPBUILDING INDUSTRY

REF: A. SEOUL 4206

B. SEOUL 4207

C. SEOUL 4208

D. SEOUL 4795

E. SEOUL 4869

1. KOREAN SHIPBUILDING INDUSTRY IS ON VERGE OF SUBSTANTIAL EXPANSION AND EMBASSY-WASHINGTON EFFORTS ALREADY HAVE CONTRIBUTED SIGNIFICANTLY TO DIRECTING \$72 MILLION WORTH OF BUSINESS FOR ONE NEW SHIPYARD PROJECT TO U.S. SUPPLIERS; HOWEVER, SUBSTANTIAL OPPORTUNITIES FOR ADDITIONAL BUSINESS IN SIMILAR PROJECTS STILL EXIST. WE HAVE BEEN OBTAINING HELP FROM COMMERCE AND MARAD IN MAKING SPECIAL PROMOTIONAL EFFORT TO EXPLOIT THESE SUBSTANTIAL BUSINESS OPPORTUNITIES. EXIMBANK FINANCING IS ALSO INVOLVED. SINCE US. PARTICIPATION IN KOREAN SHIPBUILDING INVOLVES INTERAGENCY COORDINATION, AND SINCE THIS IS IMPORTANT ELEMENT OF HEAVY AND CHEMICAL INDUSTRIES EXPANSION PLAN (ABOUT WHICH AMBASSADOR HAS BEEN IN CONTACT WITH DEPUTY ASSISTANT SECRETARY ARMSTRONG) WE WOULD APPRECIATE PARTICIPATION BY EA COMMERCIAL COORDINATOR TO HELP

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COORDINATE U.S. INTEREST. AMONG OTHER THINGS WE HAVE

ASKED THAT APPROPRIATE STEPS BE TAKEN TO INFORM U.S.
ENGINEERING, MANUFACTURING AND FINANCIAL FIRMS OF THE
SEVERAL SPECIFIC OPPORTUNITIES OUTLINED IN REF (A).

2. WE ALSO HAVE REQUESTED AN ASSESSMENT OF U.S.
COMPETITIVENESS IN SHIPYARD AND ON-BOARD MARINE EQUIPMENT.

3. AT PRESENT TIME, WE ARE TRYING TO PROMOTE OVERALL U.S.
SOURCE PROCUREMENT WITH EACH SHIPYARD PROJECT. THIS MAY
NOT BE REALISTIC APPROACH AS SOME TYPES SPECIALIZED
EQUIPMENT MAY NOT BE AVAILABLE FROM U.S. MANUFACTURERS.
INFORMATION REQUESTED WILL ENABLE EMBASSY TO
FOCUS EFFORTS ON THOSE ITEMS DEFINITELY AVAILABLE FROM
U.S. SUPPLIERS.
HABIB

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